

Message Text

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PAGE 01 ANTANA 01056 081453Z
ACTION COME-00

INFO OCT-01 AF-10 ISO-00 EB-08 /019 W
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FM AMEMBASSY ANTANANARIVO
TO SECSTATE WASHDC 0607

UNCLAS ANTANANARIVO 1056

E.O. 11652: N/A
TAGS: ETRD, BEXP, IBRD, US, MA
SUBJECT: MAJOR EXPORT PROJECTS PROGRAM: IBRD HYDROELECTRIC DAM
PROJECT (ANDEKALEKA) IN MADAGASCAR - NO AMERICAN FIRMS PRE-
SELECTED

REFS: A) 77 ANTANANARIVO 1161 B) 77 ANTANANARIVO 1169
C) ANTANANARIVO 1191 D) ANTANANARIVO 1497
E) 77 ANTANANARIVO 1579 F) ANTANANARIVO 943

1. SUMMARY. AS REPORTED IN REF F, NEITHER AMERICAN FIRM
WHICH PARTICIPATED IN PRESELECTION COMPETITION FOR IBRD'S
LARGEST PROJECT IN MADAGASCAR WAS SUCCESSFUL. DEPARTMENT
MAY WISH TO PROTEST THIS DECISION TO IBRD. END SUMMARY.

2. REF A THRU E CONTAINED INFORMATION FOR AMERICAN FIRMS
TO SUBMIT PRESELECTION BIDS FOR IBRD'S LARGEST PROJECT IN
MADAGASCAR, THE ANDEKALEKA HYDROELECTRIC PROJECT. AS REPORTED
IN REF F, TWO AMERICAN FIRMS PARTICIPATED IN THE PRESELECTION,
MARUBENI AMERICA CORP., AND WESTINGHOUSE, BUT NEITHER
WAS LISTED AS ELIGIBLE TO SUBMIT BIDS FOR THE PROJECT.

3. DUN & BRADSTREET INDICATES THAT MARUBENI MAY SIMPLY BE
A JAPANESE IMPORT/EXPORT FIRM LOCATED IN NEW YORK.
HOWEVER, TO THIS EMBASSY, IT IS INCONCEIVABLE THAT
MADAGASCAR GOVERNMENT AND IBRD COULD CONDUCT
A PRESELECTION FOR A HYDROELECTRIC PROJECT IN WHICH
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WESTINGHOUSE, HAVING PARTICIPATED, WAS NOT CHOSEN.
LONG-TIME FOREIGN RESIDENT BUSINESSMAN IN MADAGASCAR,
APPRAISED OF THIS BIZARRE CIRCUMSTANCE, OPINED THAT
PROBABLY WESTINGHOUSE HAD NOT PRECISELY MET THE
TERMS OF THE PRESELECTION COMPETITION. PERHAPS
THEY HAD NOT MET THE LETTER OF THE REQUIREMENTS ON
THEIR BACKGROUND AND BONA FIDES. HE SAID THAT THIS

IS A COMMON PROBLEM WITH TENDER COMPETITIONS IN
MADAGASCAR.

4. ACTION REQUESTED. STATE OR USDOC, AFTER
CONSULTATION WITH WESTINGHOUSE, MAY WISH TO PROTEST
TO IBRD WASHINGTON, WESTINGHOUSE'S ELIMINATION FROM
CONSIDERATION. AT THE LEAST, WE WOULD LIKE TO KNOW
IBRD'S EXPLANATION FOR ELIMINATING WESTINGHOUSE.
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Message Attributes

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Decaption Date: 01 jan 1960
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Disposition Approved on Date:
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